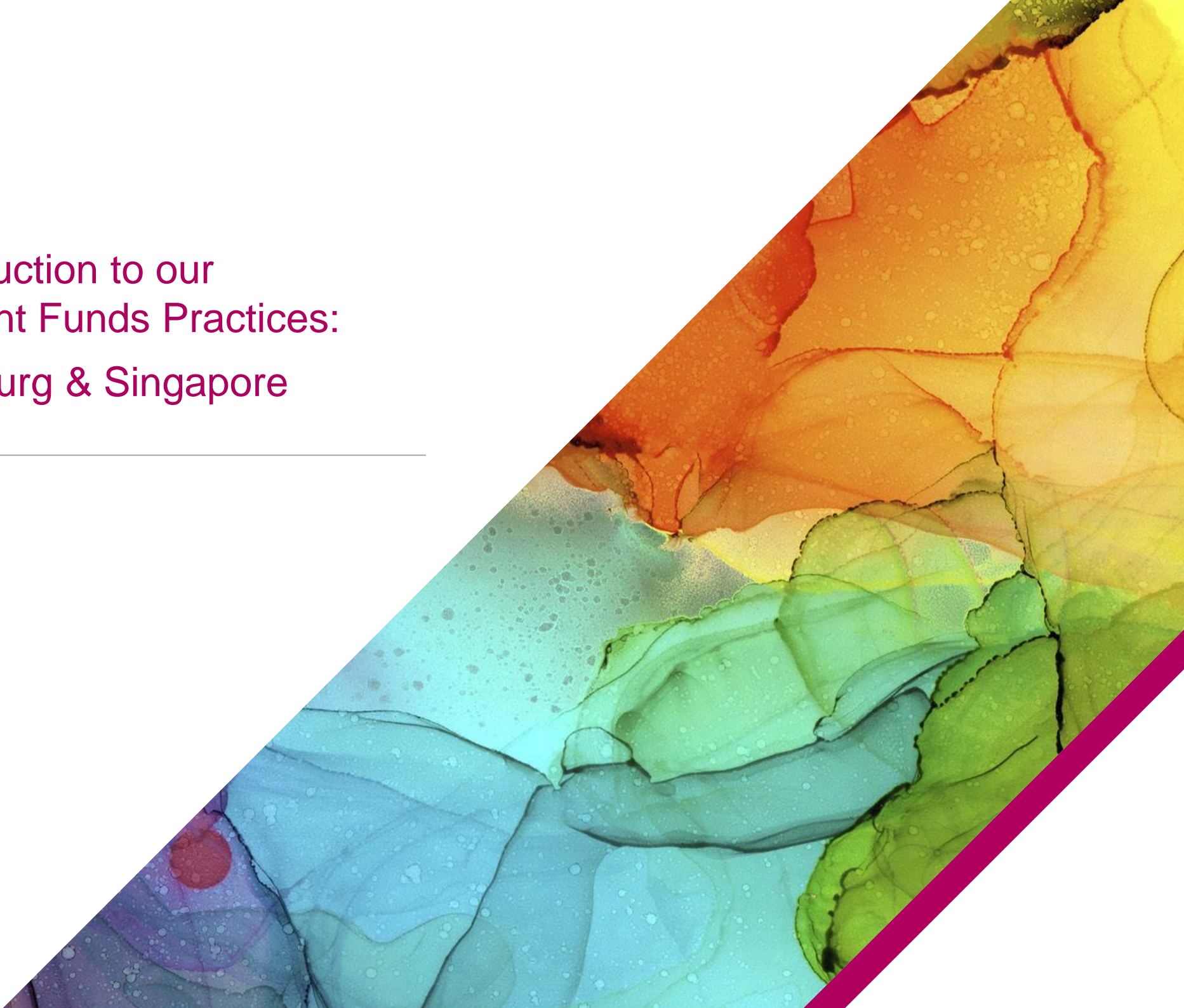


Linklaters

An introduction to our Investment Funds Practices: Luxembourg & Singapore

March 2024



The purpose of this presentation is to provide a comprehensive overview of the seamless integration and collective efforts between our offices in Luxembourg and Singapore, in particular for what concerns the investment funds practice. We would be happy to provide you with a general Linklaters brochure or additional information upon specific request.

The slide no. 3 aims at exploring the strategic benefits of, for instance, establishing a fund in the financial landscape of Luxembourg or Singapore, highlighting the unique advantages that each jurisdiction offers.

Linklaters gives you access to leading expertise when and where you need it. Our specialists will help you pursue opportunities and manage risk across those markets and around the world. We take a team-driven, collaborative approach to all that we do.

Cross-border collaboration: Singapore & Luxembourg

We pride ourselves on the **dynamic synergy** between our Luxembourg and Singapore offices, particularly within the realm of the investment funds practice.

Our collaboration allows us to offer unparalleled services to our clients. We are a global team, operating as a united front, ensuring that the **expertise and insights** from both financial hubs are leveraged to empower your investments.

In Luxembourg, leading global centre for investment funds, our team brings forth **regulatory acumen** and a deep understanding of the European market. Our Singapore office, at the heart of Asian finance, provides **strategic access** to emerging markets and innovative investment opportunities.

Together, we bridge time zones and legal systems to deliver a round-the-clock, integrated service. Our approach is rooted in **coordination and cohesion**, which means that our clients benefit from a unified strategy tailored to their **specific needs**, regardless of where they are located.

Our synergy is not just about geographical coverage; it is about the harmonious blending of **diverse skills, cultures, and perspectives**. This is our strength. This is your advantage.

Singapore – Luxembourg key track record:

- > **One of India's largest asset managers:** advising on the establishment of: (i) a rental yield fund established in Singapore which seeks to earn returns from income and capital gains by investing into special purpose vehicles or companies owning or holding high-quality operating commercial real estate assets in India; and (ii) a real estate fund established in Singapore which seeks to build a diversified portfolio of residential real estate 'structured credit' investments in India.
- > **A non-governmental and non-profit organization based in Singapore:** acting in relation to its collaboration with the asset management business of an independent Swiss banking group to establish and set-up a SCSp fund. The strategy of the fund is focused on accelerating the transition towards reducing plastic waste.
- > **Multinational development bank:** advising, together with the Singapore and Luxembourg teams, on the US\$50m investment (including related negotiations) into Actis Asia Climate Transition Fund, a Luxembourg SCSp fund.
- > **A broad base of clients:** Ongoing cross border advice on specific topics, e.g. regulatory queries, (pre-) marketing and structuring advice etc.
- > **Leading asset managers:** combined client trainings on specific EU / Singapore topics.

Our global investment funds practice

We are a global firm with one of the broadest and most integrated investment funds practice. We provide worldwide support to our clients and maintain dedicated teams in the key financial hubs around the globe.

Leading sponsor practice

With specialist investment fund practitioners in the major asset management jurisdictions, we cover the full spectrum of clients active in the alternative investment space, including private equity, (large-cap, buyout, tech, venture and growth), real estate (core, value add and opportunistic), debt (direct lending, mezzanine and special situations), infrastructure and natural resources.

Our experienced practitioners advise on structuring, formation, taxation and regulation of all types of investment funds, investment management arrangements, separate managed accounts and co-investments for investment in a broad range of asset classes.

We produce a tailored product, bespoke to each client, asset type and commercial deal.

Investment experts

In addition to our sponsor practice, we also have a strong and diverse investor practice. We are experienced in the commercial, tax, legal, regulatory and logistical concerns that need to be addressed and balanced when investing.

We have acted for a diverse cross-section of investors across the range of their private fund's activities. We represent major Asian and Middle Eastern sovereign wealth funds, development finance institutions and more than 20 pension funds from across the globe.

As a result, we are experts in a broad range of processes from a lengthy cornerstone investor negotiation to an individual, bespoke investment management arrangement.

Global Investment Funds



18

PARTNERS



11

COUNSELS



100+

LAWYERS

In 2023, we have assisted our clients globally in:



raising funds with a value in excess of

US\$75bn



investing over

US\$30bn



into over

165 funds

Why the Luxembourg and Singapore markets?

Luxembourg

Solid, stable and international:

- > TOP 5: listed among the **top 5 leading financial centres** in the EU
- > **Solid legal & fiscal framework**: Luxembourg is politically stable, it has very low public debt, and an economy with proven staying power
- > **AAA rated** by Moody's, S&P Global, Fitch and DBRS Morningstar

Home to the global fund industry:

- > **2nd largest** fund centre globally
- > 56% global market share in **cross-border investment funds**
- > **€5.14tn in AuM** in Luxembourg-domiciled investment funds
- > **26% market share**: Luxembourg is one of the largest domiciles of UCITS and AIFs
- > **53** out of 89 **ELTIFs** domiciled in Luxembourg
- > **19 out of the top 20** global PE houses have operations in Luxembourg

Leading on sustainability:

- > **1st leading green financial centre** in the Eurozone & largest market share of listed green, social, sustainable and sustainability-linked bonds
- > Luxembourg has **34%** market share of **European ESG funds**
- > Luxembourg Green Exchange (LGX): Luxembourg is home to the **world's first platform** dedicated to **green, socially responsible and sustainable** securities

Source: Luxembourg for Finance
<https://www.luxembourgforfinance.com/en/financial-centre/key-figures/>
Facts and figures are accurate as of June 2023;
[ALFI - State of the industry \(Statistics\)](#)

Singapore

A Globally Competitive Economy:

- > Ranked **#4 globally** and **#1 in Asia Pacific** for economy competitiveness
- > **Strong legal system and fiscally sustainable approach**
- > **AAA rated** by Moody's, S&P Global, Fitch and DBRS Morningstar

A leading asset management centre in Asia Pacific:

- > **#2 largest market** in terms of AuM in APAC
- > US\$4.2 trillion AuM in Singapore
- > **969 Variable Capital Companies** (representing 1,995 sub-funds) managed by 544 regulated fund management companies

Southeast Asia's leading green financing hub:

- > **#1 green financing centre in Southeast Asia**, accounting for over 60% of region's green financing activities
- > Only finance hub in the region to **established green taxonomy**, green and sustainable finance grant scheme, green bond principles, ESG skills training subsidy, mandatory ESG disclosure requirement and government sustainable debt issuance

Source: Monetary Authority of Singapore; Singapore Asset Management Survey 2022 ([Link](#))
Monetary Authority of Singapore; Why Singapore? ([Link](#))
Asia Asset Management; Race for green finance hub ([Link](#))
KPMG; Growing in a turbulent world ([Link](#))

As Europe's leading investment fund centre and the world's largest cross border fund distribution platform, Luxembourg plays a critical role in the financial services sector.

Linklaters Luxembourg Investment Funds practice

Our investment funds practice is at the edge of innovative fund solutions and has been over decades the trusted advisor of many leading global and European investment managers. The trust clients put in our team is built not only upon the calibre and commitment of our lawyers, but on an exceptional scope of expertise and depth of knowledge. Our lawyers truly understand our clients' business and needs, and they offer clients commercial and pragmatic solutions to the most complex problems in an ever changing and often challenging regulatory environment.

Our team is deeply integrated with our global funds team with hubs in London, Frankfurt, Paris, Singapore, Hong Kong, Tokyo and New York and can deliver the full breadth of a truly integrated global funds practice. Proactive and innovative with a deep global funds' knowhow, Linklaters Luxembourg is recognised as one of the leaders in both the alternative funds sphere and in the UCITS market.



Tier 1

Investment Funds

The team has excellent legal know how but taking into consideration of economic and practical issues.

Legal 500 EMEA, 2023, Luxembourg

- > We have **40 funds lawyers** with different nationalities, languages and cultural backgrounds which can meet literally every client's expectations.
- > We have constantly been **ranked Tier 1 by Legal 500 for the past 10 years.**
- > We hold **key roles** in all important Luxembourg consultative and advisory industry committees and bodies and are very active in various Luxembourg and European industry working groups.

Investment management expertise

Linklaters Luxembourg's investment funds practice is a cornerstone of the Luxembourg office and a key part of the firm's global offering.

Services: Advising on asset management, fund servicing and investment fund structuring for all asset classes and investment types.

Extensive expertise: alternative investment funds (e.g. RAIFs, SIFs, ELTIFs), UCITS, impact and ESG-driven fund structures, complex and innovative investment vehicles covering various sectors (e.g. real estate, private equity, private credit or infrastructure).

A fully integrated regulatory practice

A particularity of our practice is that it efficiently combines investment management work and financial regulations work. The team is thus able to provide all-round service including full advice on regulatory structuring and governance issues, change of control notifications as well as obtaining financial sector licenses. In addition, clients value our close relationship with the Luxembourg regulator, the CSSF.

Working closely with the asset management and financial regulation groups in other key jurisdictions, the team has instant access.

Leading the way forward

We play an active role in all important consultative and advisory committees, helping to shape the Grand Duchy's regulatory framework (e.g. ELTIF, AIFMD 2) through participating in:

- > ALFI
- > EFAMA
- > LPEA
- > ABBL
- > *Haut comité de la place financière*

Meeting your needs in Luxembourg

Let our expertise help you steer a clear path through the challenges and complexities of the legal landscape. With innovative thinking and streamlined solutions, we deliver greater efficiencies and smarter outcomes.

This international network of knowledge offers extensive expertise, spanning jurisdictions and continents. It offers instant access to professional advice and first-class support around the world. We focus on our clients' dynamic needs and aim to build relationships that endure through all business cycles and all economic climates.

Leading the way

Linklaters Luxembourg plays a vital and fully integrated role in the global firm. With more than 100 lawyers and 14 partners, Luxembourg's multi-practice firm represents a diverse client base. From blue-chip names and multinationals to leading financial institutions, asset managers, sponsors and private investment companies, we offer intelligent solutions and clear strategies. We are at the forefront of legal innovation and at the centre of Luxembourg's regulatory environment. An active participant in a number of advisory committees and industry bodies, we deliver precision results with a clear vision.

A sustainable vision

Linklaters Luxembourg is recognised for its commitment to innovation and diversity. We have embraced new ways of thinking and aim to set ground-breaking standards and encourage sustainable behaviours. As a responsible business, we seek to represent the diversity of our people, our clients and our communities. We have created an inclusive culture in which everyone, regardless of background, identity and circumstances, can reach its full potential.

Practices covered

- > capital markets and banking
- > corporate/M&A
- > investment funds
- > tax
- > litigation, arbitration and investigations
- > employment
- > real estate

14

Partners

182

Total staff

127

Lawyers
(incl. Partners)

Legal 500 EMEA, 2023, Luxembourg

Banking, Finance and Capital Markets;
Commercial, corporate and M&A;
Dispute resolution;
Investment funds;
Private Equity;
Reals Estate



Legal 500 EMEA Green Guide 2024

Recommended law firm

Launched in 2015, European Long-Term Investment Funds (“ELTIFs”) were created as part of the Capital Markets Union (“CMU”) to boost European long-term investments in the real economy. They are key vehicles in the EU’s drive to increase capital flows into investments such as social and infrastructure projects, real estate and SMEs. ELTIFs have the potential to become an important tool in supporting both the EU’s ambitious Green Deal agenda and the digital single market.

ELTIFs Regulation | update

On 10 January 2024, ELTIF 2.0 entered into application. This new regime introduces:

- > relaxed regulations for ELTIF funds distributed solely to professional investors;
- > lighter retail investor requirements while maintaining safeguards;
- > a broader scope of eligible investments; and
- > fund-of-funds structures.

Despite uncertainties around the ELTIF 2.0 regulatory technical standards which are not yet in place, we see a considerable appetite for the updated ELTIF framework, and the high number of projects in the pipeline predicts a bright future for European ELTIFs.

The ELTIF market

- > 93 officially authorised ELTIFs in the EU (with more to come);
- > €11bn+ total of assets under management;
- > 57 ELTIFs domiciled in Luxembourg – Many of them have been set up by Linklaters Luxembourg.

Market leader in a specialised field

Linklaters Luxembourg is an established market leader in the field of ELTIFs with a dedicated team of lawyers having extensive knowledge of such funds. We advised on the first Luxembourg ELTIFs, which were also the first European retail ELTIFs, and have since advised on various ELTIF projects across all asset classes:

- > Private Equity;
- > Real Estate;
- > Debt;
- > Infrastructure; and
- > Impact.

Leading the way forward

Linklaters Luxembourg has worked hand in hand with the Luxembourg government on the implementation of the ELTIF Regulation.

Silke Bernard, Partner in our Investment Funds practice chairs the ELTIF working group at ALFI and is also a member of various other ELTIF working groups in important fund associations such as AIMA/ACC, EFAMA and other organisations. She has largely contributed to the discussions with the EU Commission on the ELTIF’s review.

Recognised expertise

Silke Bernard, Linklaters' Global Head of Investment Funds and Partner in the Investment Funds practice of Linklaters Luxembourg, is a leading figure in the ELTIF sphere. Working closely with the Luxembourg government since the early days of the implementation of the ELTIF Regulation, Silke is also Chair of many of Luxembourg's ELTIF working groups and associations. These include ALFI, AIMA, ACC and EFAMA. Widely seen as an expert in her field, Silke contributed significantly to the discussions with the EU Commission regarding the ELTIF review.

Further resources

Read our selection of factsheets:

ELTIF regulation. Access [here](#).

Commission Delegated Regulation on Regulatory Technical Standards (EU) 2018/480. Access [here](#).

Law of 16 July 2019. Access [here](#).

ELTIF 2.0 (final political agreement). Access [here](#).

Linklaters coordinated version of the ELTIF regulation as amended by regulation (EU) 2023/606 of the European Parliament and of the Council of 15 March 2023 (with markup). Access [here](#)

ESMA draft regulatory technical standards under the revised ELTIF Regulation dated 19 December 2023 (not adopted yet by the EU Commission). Access [here](#)

Latest insights

Selection of ELTIF resources that we thought you may find useful:

- > ELTIF 2.0 presents “interesting opportunities” for private credit. Access [here](#)
- > “Huge interest in fund-of-funds Eltifs” following Eltif 2.0: Linklaters. Access [here](#)
- > La Place attend l'Eltif 2.0 avec impatience. Access [here](#)
- > ELTIFs unlock access to Europe's rich for private credit. Access [here](#)
- > Full steam ahead for the Eltif. Access [here](#)
- > “There is appetite for Eltifs and we expect a significant growth”. Access [here](#)
- > Important to attract the “everyone” investor with Eltif 2.0 | Delano News. Access [here](#)
- > “Eltif 2.0 will extremely positively impact Luxembourg”. Access [here](#)
- > IO Talks: Linklaters' Silke Bernard on Eltifs and the alternatives universe. Access [here](#)

Our future speaking engagement on ELTIFs

- > ALFI Global Asset Management Conference - The new ELTIF 2.0 regulation (19 – 20 March) – Event page available [here](#).
- > ALFI Roadshow to Frankfurt (11 June) – Event page available [here](#).



Linklaters Know-how website on ELTIFs

ELTIF Timeline



Our Singapore investment funds practice

Our Asia Investment Funds practice is one of the very few in the region practising at the top end of the funds market across all major fund formation markets acting for investors, sponsors and management teams. The trust clients put in our team is built not only upon the calibre and commitment of our lawyers, but on an exceptional scope of expertise and depth of knowledge.

Linklaters Singapore investment funds practice

The Singapore investment funds team is led by Joel Seow, who is a member of various industry groups in the investment funds industry, including the [Advocacy Committee of the Singapore Private Equity and Venture Capital Association](#), the [Regulatory Committee of the Alternative Investment Management Association \(Singapore Chapter\)](#) and the [Singapore Academy of Law Variable Capital Companies working group](#).

The team serves a diverse client base, including domestic, regional and international clients. We have a deep understanding of the unique challenges that face stakeholders in today's global investment funds industry, and our team of practitioners are ready to provide the comprehensive legal services tailored for your specific needs.

Fund formation and fundraising expertise

Our Singapore investment funds team advises a [broad spectrum of clients](#) active in the alternative investment space, including private equity, venture, real estate, private credit, natural resources, hedge funds and long-only funds.

We know that efficiency and quality advice are key to the success of your funds. The team is well-versed in how to [run the fundraising process most efficiently](#). We have designed our delivery methodology specifically to ensure a smooth and speedy process, while [taking advantage of legal technology](#) to improve quality and efficiency. All of these go some way towards keeping the process on track and moving quickly.

Investor representation

Our Singapore team also regularly advises [institutional and non-institutional LPs](#) from Asia, Europe and the US on their investments into private funds. Our advice includes, but is not limited to commercial, tax, legal, regulatory and logistical concerns that need to be addressed and balanced for potential investors.

We provide the full spectrum of services and coverage in the investment space comprising:

Services: fund formation and structuring, investor representation, fund finance, employment, regulatory and compliance, transactional (buy-out, public M&A and IPO), secondaries and tax.

Coverage: credit, hedge funds, infrastructure, natural resources, private equity, real estate, venture capital and tech, and natural resources.



Ranked in – Investment Funds: International

Chambers APAC 2024: Singapore



Ranked in – Investment Funds: Foreign Firms

Legal 500 APAC 2024: Singapore









Meeting your needs in Singapore

Singapore is a hub of activity for Southeast Asia and Linklaters has been in Singapore for **30 years**.

We are an integral part of the firm's regional corporate/M&A, investment funds, Litigation, Arbitration & Investigations (LAI), capital markets, banking and energy & infrastructure team, and from this base we serve clients in Singapore as well as further afield across Asia Pacific, providing clients with an international legal service unparalleled in excellence.

We are one of the few international firms to be awarded a **qualifying foreign law practice (QFLP)** licence by the Ministry of Law, meaning we can practice Singaporean law as well as English and US law. This allows us to better serve our clients in need of **local law advice**, both to support their business activities in Singapore and as a key part of an integrated, multi-jurisdictional legal service.

Our Singapore offering

 Corporate/M&A	 Banking and Energy & Infrastructure
<p>Corporate and commercial, mergers and acquisitions, joint ventures, capital raisings.</p>	<p>Banking, financial regulation, projects, restructuring and insolvency, structured finance, energy & infrastructure.</p>
 Litigation, Arbitration & Investigations (LAI)	 Employment and Incentives
<p>Litigation*, arbitration, contentious insolvency, corporate and regulatory investigations, anti-bribery & corruption.</p>	<p>Full range of employment and incentives issues, from advisory to disputes.</p>
 Capital Markets	 Technology, Media and Telecoms (TMT)
<p>IPOs, debt and equity offerings, structured equity issues, infrastructure funds, property funds, REITs.</p>	<p>Digitisation, data privacy, technology contracting, fintech, regulation, blockchain solutions and payments.</p>
 Financial Regulation	 Investment Funds
<p>Financial services regulation, blockchain solutions and products, payments, fundraising, M&A and JV, data</p>	<p>Fund formation and structuring, investor representation, secondaries, fund finance, transactional, regulatory, tax</p>

Band 1 top tier rankings



Chambers APAC 2024: Singapore

Corporate/M&A – The Elite
Banking & Finance
Capital Markets
Employment
FinTech Legal
Technology, Media Telecoms

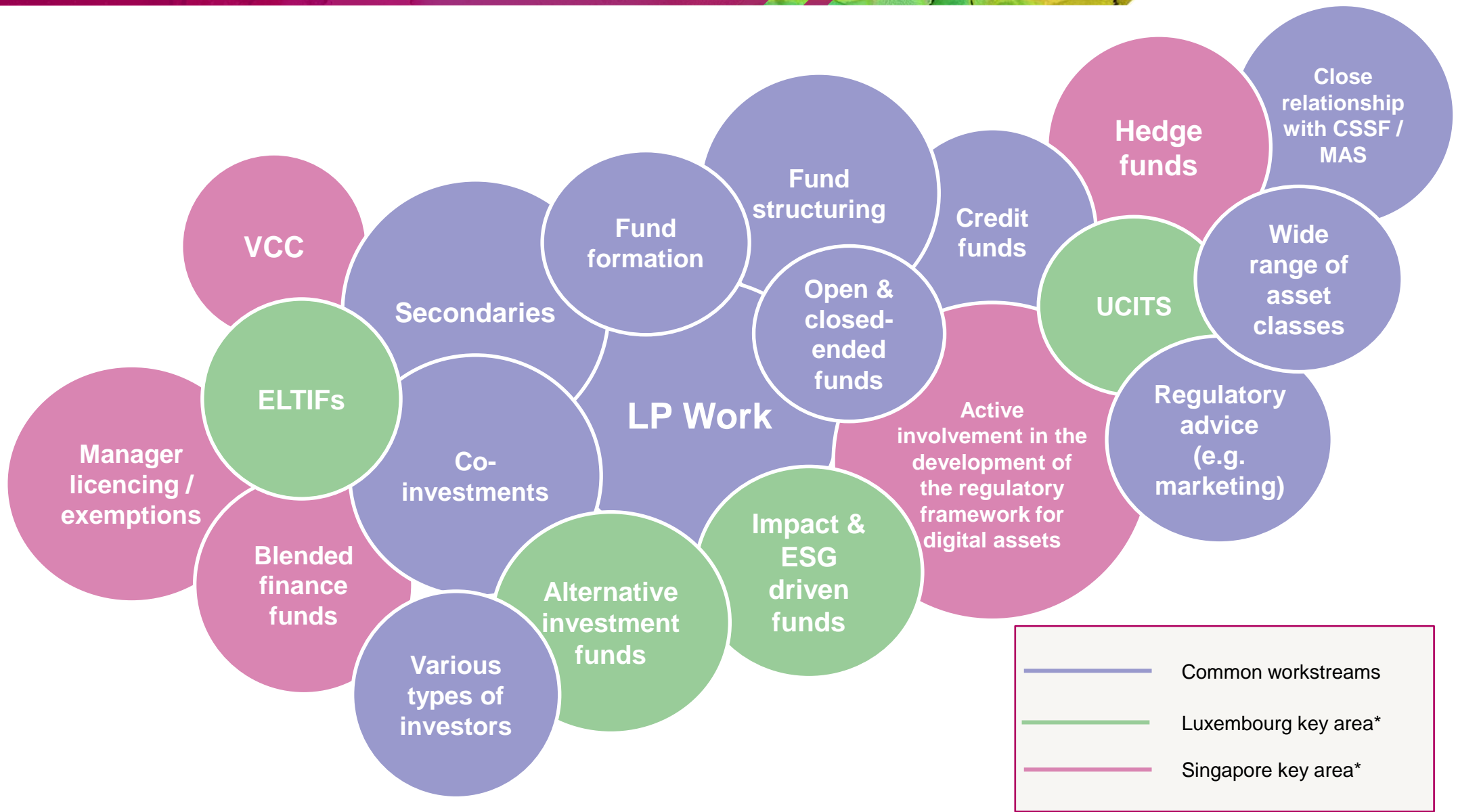


Legal 500 APAC 2023: Singapore

Corporate/M&A
Banking & Finance
Capital Markets – Equity & Debt
Labour and Employment
Fintech And Financial Services Regulatory

*We work with local law firm for litigation before the Singapore Courts.

Your one-stop-shop solution



*The emphasis on particular areas of expertise for each office does not imply the exclusion of these practices in other locations. Both the Luxembourg and Singapore offices are equipped with diverse experience and resources to handle a wide range of legal matters. Expertise highlighted for one office is indicative of a specialized focus or current trend, rather than a limitation of the practice scope.

**The size of the circles in the graph is a visual tool for emphasis and does not reflect the volume of work undertaken by the office on a given topic.

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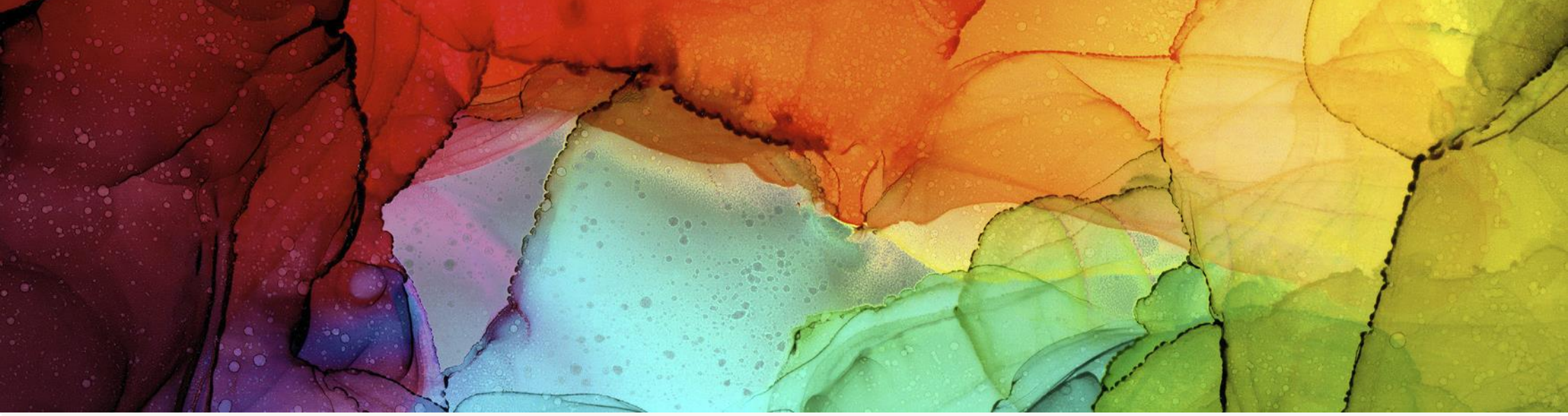


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A list of the names of the members of Linklaters LLP and of the non-members who are designated as partners and their professional qualifications is open to inspection at its registered office, One Silk Street, London EC2Y 8HQ, England or on www.linklaters.com and such persons are either solicitors or registered foreign lawyers.

Please refer to www.linklaters.com/regulation for important information on our regulatory position.

Document number: